

**Long Term Funding Committee**  
**Some Suggestions for Conducting an Organizational Financial Assessment**

1. How are services currently funded at the program and organizational level?
2. Will the new practice fit within the current funding mechanism? If not, exactly what changes will be needed or what questions will be to be clarified to assure the new practice can be funded?
3. Who controls the answers to each of the questions – the program, the organization or system decision-maker or funder outside the organization?
4. Does the organization or system have experience with multiple funding mechanisms?
5. Have funding decision-makers been willing in the past to be creative or work with programs to change or clarify service definitions, units, provider qualifications, or financing mechanisms to support innovation? If so, who has been instrumental in that process? If not, who has been unwilling to do so and why?
6. Are there any ways to work around financial definitions, processes or mechanisms by changing the way the program or practice is designed, delivered, or documented?
7. Is there anyone who has the authority or influence over financial decision-makers who is interested in the new practice, the population the practice will affect, or the outcomes to be achieved?
8. Are there non-traditional financing sources that might be willing to help with funding pilots or those parts of the practice that cannot be readily funded with traditional funding sources (e.g. businesses willing to fund adjunct services for persons who are homeless with co-occurring disorders; an electronics store willing to provide laptops, cell phones, or handheld devices for mobile teams; local or national foundations willing to fund a pilot that would identify pros and cons of a new service approach; a TV station or university willing to provide videoconferencing equipment for telemedicine approaches for rural areas).
9. Is there a creative financing mechanism that can be proposed to decision-makers that will provide the flexibility to implement the new practice but will not cost more (or may cost less to funders) than current approaches? Can this mechanism and program design be proposed as a pilot with financial analysis as well as client outcomes as a part of the evaluation criteria?
10. Are there funds currently provided for a less effective activity or practice that can be redeployed in whole or in part for the new practice?